Message Text

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12
ACTION XMB-07
INFO OCT-01 EUR-25 EA-11 ADP-00 EB-11 AID-20 RSR-01 RSC-01
/077 W
090232
R 150506Z AUG 73
FM AMEMBASSY TAIPEI
TO SECSTATE WASHDC 9489
INFO USDOC WASHDC

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PASS EXIM HONG KONG FOR RAND EXIM

AMCONSUL HONG KONG AMEMBASSY LONDON

EO 11652 N/A TAGS ETRN TW SUBJECT: RAILWAY ELECTRIFICATION PROJECT

REF TAIPEI 4180

- $1.\ RAILWAY$ ELECTRIFICATION BID DOCUMENTS OPENED AUGUST $10.\ BIDS$ SUBMITTED BY GE/MK, GEC AND 50 CYCLE GROUP AS EXPECTED.
- 2. ON BASIS PRELIMINARY STUDY GE/MK BELIEVE THEY ARE LOW BIDDER BT NOT BY WIDE MARGIN. ANDERSON OF GE INFORMED COMMATT HIS BELIEF THAT GE/MK HAVE PUT TOGETHER A PACKAGE SUPERIOR TO EITHER GEC OR 50 CYCLE AND THAT MAIN COMPETITOR WILL BE GEC.
- 3. REGARDING FINANCING ANDERSON STATED THAT ON BASIS QUICK APPRAISAL GE/MK FINANCIAL PROPOSAL IS NOT AS ATTRACTIVE AS THOSE OF GEC OR 50 CYCLE. LIMITED OFFICIAL USE

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4. GEC/LAZARD BROS OFFER GRACE PERIOD TO DATE OF COMPLETION (ROUGHLY 4 TO 5 YEARS) PLUS 12 YEAR REPAYMENT PERIOD. WILL FINANCE 90 PERCENT OF UK PARTS OR TOTAL SUM OF BETWEEN 69 TO 75 MILLION POUNDS STERLING. INTEREST RATE IS 6 PERCENT PLUS A ONE TIME 1 PERCENT COMMITMENT FEE. OTHER CHARGES INCLUDE A .2 PERCENT NEGOTIATION COMMISSIOF AND A ONE TIME .05 PERCENT MANAGEMENT COMMISSION. INTEREST TO BE SET AT PREFERENTIAL FIXED RATE OF INTEREST FR EXPORT FINANCING PREVAILING AT TIME CONTRACT SIGNED. LAZARDS ALSO WILL ARRANGE (IF DESIRED) DOWNPAYMENT FINANCING IN EURODOLLARS AT 1 PERCENT OVER LONDON INTERBANK RATE PREVAILAING AT TIME CONTRACT SIGNED.

5. GEC GROUP REPRESENTING GERMAN, BELGIUM, FRENCH, SWISS AND UK FIRMS HAVE COME UP WITH FINANCE PACKAGE WHICH AVERAGES OUT AT 6.725 PERCENT ACROSS THE BOARD WITH NO OTHER CHARGES, INCLUDES AN AVERAGED OUT GRACE PERIOD OF 5 YEARS WITH 12 YEARS REPAYMENT SCHEDULE. GLEYSTEEN

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Message Attributes

Automatic Decaptioning: X Capture Date: 01 JAN 1994 Channel Indicators: n/a

Current Classification: UNCLASSIFIED

Concepts: n/a Control Number: n/a Copy: SINGLE Draft Date: 15 AUG 1973 Decaption Date: 01 JAN 1960 Decaption Note: Disposition Action: RELEASED Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: worrelsw
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973TAIPEI04939

Document Number: 1973TAIPEI04939 Document Source: CORE Document Unique ID: 00

Drafter: n/a Enclosure: n/a Executive Order: N/A Errors: N/A Film Number: n/a From: TAIPEI

Handling Restrictions: n/a

Image Path:

Legacy Key: link1973/newtext/t19730835/aaaaazqu.tel

Line Count: 80

Locator: TEXT ON-LINE Office: ACTION XMB

Original Classification: LIMITED OFFICIAL USE

Original Handling Restrictions: n/a Original Previous Classification: n/a Original Previous Handling Restrictions: n/a

Page Count: 2

Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE

Previous Handling Restrictions: n/a Reference: TAIPEI 4180

Review Action: RELEASED, APPROVED Review Authority: worrelsw

Review Comment: n/a Review Content Flags Review Date: 25 JUL 2001

Review Event:

Review Exemptions: n/a
Review History: RELEASED <25-Jul-2001 by kellerpr>; APPROVED <15-Aug-2001 by worrelsw>

Review Markings:

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Review Media Identifier: Review Referrals: n/a Review Release Date: n/a Review Release Event: n/a **Review Transfer Date:** Review Withdrawn Fields: n/a

Secure: OPEN Status: NATIVE

Subject: RAILWAY ELECTRIFICATION PROJECT

TAGS: ETRN, TW To: STATE

Type: TE

Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005